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Scenic takes US operator

SCENIC Luxury Cruises & Tours is planning to assert a greater presence in the North American market with the purchase of US-based operator Mayflower Tours (**TD** breaking news).

The union will give Mayflower greater access to the river and ocean cruise itineraries offered by Scenic and sister brand Emerald Waterways, while at the same time giving the Australian operator access to new land-based tours that can be linked with its cruises.

Scenic founder and chairman Glen Moroney said the purchase had stemmed from the companies' existing relationship.

"We have worked with Mayflower Tours for several years and have always been incredibly impressed with the level of service and offerings that (owner-founders) John and Mary Stachnik

have offered their guests," Moroney said.

"So when the opportunity came about due to their wish to retire, it was an easy decision."

Mayflower will continue to run as a separate entity named Mayflower Cruise & Tours, operating with the same executive team from its headquarters outside Chicago.

The company's president Nish Patel described the marriage as a "perfect match".

"Mayflower's fastest growing product segment is the river cruises and having access to Scenic's excellent quality and vast inventory will offer substantial growth," Patel said.

Mayflower was founded in 1979 and offers tours in 52 countries.

Albatross incentive

ALBATROSS Tours is highlighting its current travel agent incentive, offering a \$250 Coles/Myer gift card for any four clients booked.

See **page 10** for details, including the 18-day Magnifico Spain & Portugal itinerary.



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Insight defines

INSIGHT Vacations has shored up more departures across its Europe, Britain and USA journeys this summer, announcing over 45 trips are guaranteed to operate.

The 100% definite departures include itineraries traversing parts of Switzerland, Scandinavia, Russia and the Baltic states.

Insight md Australia Alexandra O'Connor said guaranteeing the departures "makes life easier for agents" to book with confidence.

SeaLink hooks Kingfisher

FRASER Island's Kingfisher Bay Resort has been snapped up by the SeaLink Travel Group in a "landmark agreement" to acquire the assets and operation of the property's owner for \$43 million.

Billed by SeaLink Travel as a "major iconic tourism attraction", the purchase will see the South Australia-based firm establish a new beachhead in Brisbane.

The acquisition of Kingfisher Bay Resort Group (KBRG) also includes the Eurong Beach Resort, Fraser Explorer Tours and the Fraser Island Ferry business operating from Hervey Bay to the western side of Fraser Island.

The 4-star Kingfisher Bay Resort was opened in 1992 and features 152 rooms, along with 109 self-contained villas & lease of a 174 bed Wilderness Lodge.

Eurong Beach Resort is a 3.5-star resort with 108 rooms.

Chair Andrew McEvoy said the sale "aligns with our strategy & enhances our position as a major provider of connections to iconic Australian destinations."

Based on results for the year ending 31 Dec 2017, the purchase of KBRG will contribute an EBIT of \$5.8 million to SeaLink - a 16.5% increase on the company's EBIT of \$34.5 million in 2017.

KBRG's group general manager David Hay will join SeaLink's team. "David and his team have been instrumental in building the presence and popularity of Fraser Island as a major Australian holiday destination.

"We are very excited about the prospect of applying our strengths & expertise to building on their vision & success," managing director Jeff Ellison said.

The transaction is expected to be completed by early Apr.

Dorchester Dubai

THE Dorchester Collection is expanding its portfolio in Dubai with the group to manage the One Palm development on The Palm Jumeirah, opening in Dec.

The luxurious One Palm features 90 apartments, including three-, four- and five-bedroom units, offering views of Dubai Marina, Burj Al Arab and the Arabian Gulf.

Last week Dorchester revealed it will manage a hotel & residence complex in Dubai's Marasi district.



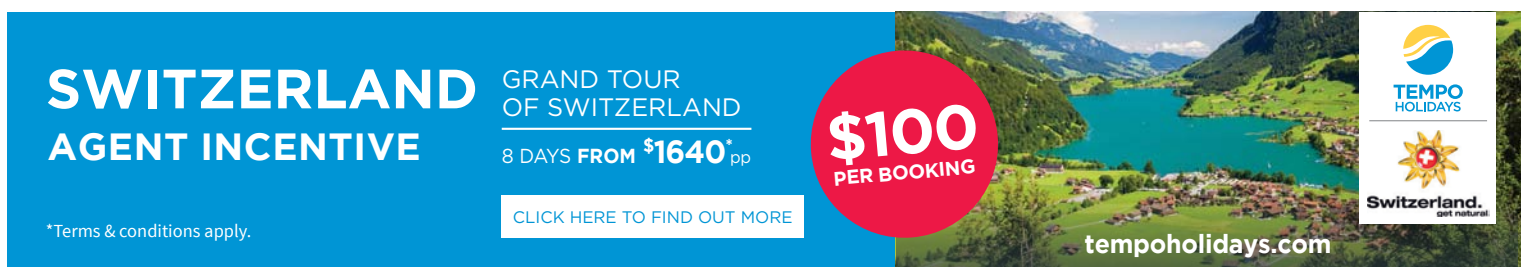
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VA Indo renewal

VIRGIN Australia has sought approval from the International Air Services Commission to extend its allocation of 720 seats per week of capacity on the Indonesia route for a further five years, effective 24 Feb 2019.

CTM earnings surge 32%

CORPORATE Travel Management (CTM) has boosted its earnings by 32% in the first half of the financial year, fuelled by strong growth and increased market share.

The company today announced underlying earnings (EBITDA) of \$53.5 million in the six months to 31 Dec and said it was on track to achieve full year earnings close to \$125 million, which would represent growth approaching 27% on the previous year.

The group's total transaction value (TTV) was up 21% in the first half to \$2.26 billion, while revenue increased by 15% to \$172.8 million.

Managing director Jamie Pherous said CTM had delivered "another great set of results across the globe".

"These results support the strategy that we have taken to build a global network and apply

the CTM business model around winning and retaining customers, driving internal automation and client innovation and ensuring high staff engagement and client satisfaction," Pherous said.

"Organic growth contributed approximately \$6.7 million to profit growth, reflecting the efforts of our hard-working team to win and retain clients, including multi-national clients who have recognised our international capabilities," he said, adding that winning market share was the primary reason behind an updated full year guidance at the top end of the \$120-125 million EBITDA range.

CTM announced a fully franked 1H dividend of 15c per share.

TIME intake 30

APPLICATIONS for the 30th intake of the Travel Industry Mentor Experience (TIME) in May have now opened.

Program founder Penny Spencer said she was impressed at the number of groups that have already graduated from TIME since its launch in 2009.

"When we look back through hundreds of TIME's graduates, we see just about every job title, level of experience and seniority imaginable," Spencer remarked.

Interested applicants for the next intake must be received by Fri 06 Apr - **CLICK HERE** for more.

Serko appointment

NICK Whitehead has been appointed as head of marketing for travel and expense technology solution provider Serko.

Whitehead's hiring comes ahead of Serko's launch of its new flagship offering, Zeno, into the Australia & New Zealand market and an expansion this year into North America, the UK & Europe.

Serko recently named Charlie Nowaczek as its coo and Rich Miller as gm sales, USA markets.



Window Seat

THERE'S one in every crowd, particularly if the crowd happens to be American.

China is demanding answers from the US after a man attending an "ugly sweater party" allegedly broke off and stole a thumb from a terracotta warrior displayed in a Philadelphia museum.

Police say the man had swiped the digit after taking a selfie with the defenceless statue, having accessed a closed section of the museum during a cocktail event.

China is demanding the man be "severely punished" for his assault on the A\$5.5m exhibit, on loan to the Franklin Institute.

Police arrested a Delaware man after viewing security footage.

Airline satisfaction

QANTAS has taken out dual Roy Morgan customer satisfaction awards in 2017 for Domestic Airline of the Year and Domestic Business Airline of the Year.

Roy Morgan's ceo Michelle Levine announced the winners of 32 awards covering finance, retail, tele-communications, utilities, automotive and travel & tourism last night in Melbourne.

Air New Zealand received the customer satisfaction gong for International Airline of the Year.

SeaLink financials

NEW start-up costs in Sydney Harbour and to Rottnest Island, along with the closure of a travel agency in Sydney have been cited as some reasons for SeaLink Travel Group's half-year sales & earnings before interest & tax dipping 14.5% y-o-y to \$17.7m.

Revenue for the half was \$100.8 million - down 4.7% on the same time last year (**TD** breaking news).

SeaLink reported improved margins and growing sales for Captain Cook Cruises Sydney's lunch & dinner cruises, along with improved occupancy and sales on *PS Murray Princess*, up 8.9%.

Sales and margin growth was also achieved in SeaLink's South Australia, Southeast Queensland and Townsville operations.

MD Jeff Ellison said 1HFY18 was a period of "continued innovation and expansion of our product".

MEANWHILE, SeaLinks takeover of Fraser Island Resort Group (see page 2) will be the company's largest accommodation option in the country, chief operating officer Anthony Hayes told **TD**.

It joins Vivonne Bay on Kangaroo Island and the *Murray Princess* (onboard accommodation).

FC Adelaide boost

ADELAIDE business travellers now have access to a new business travel agent, with Flight Centre opening its first regional business travel centre in the area.

Open for business in Rundle Mall, the store provides a complete travel management service at market rates.

All clients are allocated a dedicated travel manager who is responsible for all of their travel requirements.

Flight Centre's Tom Walley said a growing SME market in Adelaide was a major contributing factor in the decision to set up a business travel service in the area.

"There are in excess of 140,000 small to medium businesses in South Australia so this Flight Centre Business Travel store will service the growing demand for business-related travel in and out of Adelaide and means we can now offer a full corporate travel booking operation," Walley said.

FC Rundle Mall Business Travel store manager Nadine Waring said the agency managed all types of corporate bookings such as airfares, hotel accommodation, car hire and even airport parking.

JTB inks Tourism Australia deal

JTB Corp and Tourism Australia have signed a memorandum of cooperation agreement concerning Cooperative marketing for Australia.

The cooperative marketing deal will be implemented from 01 Apr to 31 Mar 2019.

Under the partnership, JTB will raise awareness of Australia as a holiday destination in Japan and aim to expand the number of travellers and their expenditure through the JTB Group.

The group will also strengthen

its Australian package tours and group package offering.

JTB Corp and JTB Australia will work in tandem to jointly conduct marketing, promotional activities, product development and various seminars and planning to expand travel to Australia in all sectors.

JTB Australia managing director Masaya Kasahara said the agreement with Tourism Australia represented a remarkable opportunity to "deliver good quality travel experience where people are ready to discuss the next trip to Australia whilst on the first trip".

In recent times JTB has invested heavily in the Australian market.

Last week it signed an agreement with Alliance Airlines to operate charter flights in Australia (**TD** 15 Feb) and has teamed up with Qantas to set up a charter flight between Tokyo and Darwin in Aug.

To celebrate the new pact with Tourism Australia, a launch event was held last night in Sydney with delegates from Australia and JTB's Japan-based executives.

LATAM price drop

LATAM Airlines is offering up to 32% off return tickets from Australia to Latin America.

Aussies can book return Economy airfares from Melbourne to Santiago priced from \$1,099.

Valid for travel between 01 May-30 Jun, the promo ends 25 Feb.

GB famil offer

TEMPO Holidays and Visit Britain are offering agents the chance to uncover regional UK for themselves with a famil.

Eight places on the trip are up for grabs, with agents needing to make a booking on Tempo Holidays' UK product to be in with a chance to earn a spot.

Every booking to Great Britain made between 01 Feb and 31 Mar will earn agents an entry into the draw to win.

Call 1300 362 844 for more info.

Day Zero push back

CAPE Town residents have drastically lowered their water usage, allowing the drought-plagued city to push back the dreaded "Day Zero" (when the system is expected to run dry) by more than 10 weeks to 09 Jul.

Previously, the water shortage was expected to occur in late Apr.

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Viking will be the world's largest small ship cruise company by 2019, and with Viking Sun arriving in ANZ waters for the very first time at the end of this month, there has never been a more exciting time to join the team.

Please send a short cover letter and resume to: jobsau@vikingcruises.com
Applications close Friday 23 February 2018.

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AACB to Sunshine

THE Association of Australian Convention Bureaux (AACB) has revealed it will host its annual conference on the Sunshine Coast from 12-14 Aug this year.

The event, to be hosted at Mooloolaba, is expected to attract 120 people from around the country including representatives from both city and regional business events destinations.

Visit Sunshine Coast (VSC) ceo Simon Latchford said hosting the AACB "showcases what our region can offer" and cements the Sunshine Coast as a premier location for such events.

NY marathon tix

KEITH Prowse Travel has become an official travel partner of the 2018 TCS NYC Marathon which takes place 04 Nov.

The sports travel specialist will offer packages for spectators and runners which include entry to the NYC Marathon, accom, merch and pre- and post-race functions.

IHG 2017 results

INTERCONTINENTAL Hotels Group (IHG) has reported a 4% increase in revenue for 2017, recording US\$1.78 billion for the period, a bump of US\$69 million on the previous year.

The solid numbers were largely driven by a boost to room capacity across its portfolio, with most notable growth coming from its Holiday Inn brands.

IHG's chief executive officer Keith Barr said the company's growth strategy would place an emphasis on strengthening its loyalty program, pushing forward with innovative digital and technological initiatives, enhancing its franchise proposition, and being proactive in the search for suitable brand acquisition opportunities.

Major growth is also slated for InterContinental Hotels Groups' new avid hotels brand which has 75 hotels already in the pipeline.

The first avid property will open later this year, in an unspecified location, and a global launch campaign is also in the planning.



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As the Senior Product Manager for Insider Journeys, you will be responsible for working with our Destination Management Companies in each country to develop and deliver an innovative, quality and competitive product range to market under this Asian-focused brand.

You will take the lead in providing quality information to a team of Brochure Coordinators in order to produce the annual Insider Journeys brochure range. You will also work closely with the Advertising & Promotions Team to provide competitively priced product for campaigns.

To be considered for the position, it is essential you have extensive knowledge of Asian destinations, particularly Vietnam, Japan, China and India. Previous experience in a similar role and proven supplier management experience is also required.

To apply please send your CV and cover letter to careers@helloworld.com.au

Applications will close at 5pm AEST on **28/02/2018**
Only successful applicants will be contacted.

Insiderjourneys.com.au

Visit USA hits Melbourne



THE second stage of Visit USA's trade Expo saw the event hit the bustle of Melbourne last night, entertaining more than 250 agents who walked the red carpet in search of some iconic American glitz and glamour.

Major draw cards for the evening included the awarding of prizes to guests and, of course, the infectious charisma of the event's host Richard Reid.

The roadshow will now push ahead to Sydney tonight to finish off its successful tour of Australia, touting the many charms of the United States to Aussie agents.

Travel Counsellors Australia **pictured** above strike a pose including: Emma Cammarata, Sally Johnson, Melissa Ryder, Clare Johnstone, Kate Trickett, Richard Stewart, Christine Klein, David

Jackson, Pritti Gatto, Samantha Riddell, Veronica Curran, Anne Kaiser, Jennifer Mikkelsen, Rebecca Munnings and Eleonara Passarella.

Pictured below: Flight Centre's Michael Pearson (centre) winner of a trip to America with Visit USA's Lucy Rowe (right) sharing the limelight with the gregarious gossip guru Richard Reid and his trademark paintball jacket.



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Only successful applicants will be contacted.

Trav Choice welcomes Paula



TRAVELLERS Choice members gathered in Sydney and Canberra last week to give a warm welcome to Paula Moylan, the network's new bdm for NSW and the ACT (**TD** 06 Feb).

In Sydney, Travellers Choice gm sales Nicola Strudwick officially welcomed Moylan with drinks overlooking Darling Harbour, and in Canberra md Christian Hunter introduced the group's new recruit with some Barefoot Bowls at The RUC Turner Bowls Club.

Pictured at the Canberra event are: Phil Dalley, Aree Hardy & Jan Dalley from Travel Makers, with Travellers Choice md Christian Hunter (right) and Moylan (back).

Cairns Hub reaction

MORE than 600 submissions have been received from members of the public for the Qld Govt's planned \$1 billion Global Tourism Hub (GTH) in Cairns.

Qld Innovation and Tourism Industry Development Minister Kate Jones said the level of consultation was impressive.

Jones added that locals wanted the GTH project to have a point of difference, citing one suggestion for luxury accommodation like Mona Pavilions in Hobart.

Consultations also showed support for public spaces, dredging the port, transport options and tourist attractions.



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Click here for a more detailed description & how to apply....



AFTA update

From AFTA's chief executive, Jayson Westbury



I HAD the great pleasure of taking part over the past weekend (18/19 Feb) in the Association of Travel Management Companies (ATMC) corporate engagement event with Qatar Airways in Doha, Qatar.

A distinguished group of Australian TMCs gathered to experience the Qatar Airways' flying experience along with Doha, both as a transit hub, but also as a stopover destination. The group was definitely impressed with the entire experience and for me personally, it was a first. A first for flying with Qatar Airways and a first visit to Doha.

The Middle East definitely is a part of the world that has its troubles but as a corporate traveller stopping over in Doha, there was nothing to see other than a vibrant success story with all the most amazing modern trimmings that regular corporate travellers have come to expect.

Doha's Hamad International Airport for example is a well-oiled (pardon the pun) machine that works very efficiently, is immaculately clean and brings a highly sought-after experience at every turn.

With the latest introduction of new services by Qatar Airways into Australia including Canberra, there are definitely some new experiences to be had for the Australian travelling public. I was a guest of Qatar Airways, and thank them, along with the Grand Hyatt Doha for their wonderful hospitality.

Those TMCs within the Australian market that have not yet considered joining the ATMC, you should consider taking another look as the organisation has definitely turned a corner and has a new, clear vision for consultation and dialog on all the issues that face the corporate travel market that impact not only upon TMCs but also the clients who provide the first-hand feedback on their experiences at airports and more broadly their travel experiences. Corporate travel remains a driving force within the Australian Travel Agency landscape and it forms an important part of the work that AFTA does on behalf of the corporate travel members across a range of issues.

2018 is set to be a very significant year of corporate travel agencies who tend to hold IATA accreditation and over the coming months there will be some serious and significant detail being released about changes to the IATA Passenger Program and the implementation in the 4th quarter of 2018 of the IATA NewGenISS, resolution 812. AFTA will be working with IATA and members to ensure that information and detail starts to flow about the pending changes as soon as possible.

Change is upon us, some good, some not so good, but in the end, I hope that with the right communication, agency owners will not be caught off guard for what lies ahead. Stay tuned, the details are coming.

PG/El Al codeshare

BANGKOK Airways (PG) has entered into a codeshare partnership with EL AL Airlines.

The agreement will cover nine routes from Bangkok, including to destinations such as Chiang Mai, Phnom Penh, Trat and Siem Reap.

Nadi to Savusavu

NORTHERN Air in Fiji will begin flights between Nadi and Savusavu from 01 Apr.

Set to operate on Mon, Wed and Fri, the service will be operated by turboprop aircraft. One-way prices start at FJ\$226.

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QR receives 1st A350-1000



AIRCRAFT manufacturer Airbus has delivered the world's first A350-1000 airliner to launch customer Qatar Airways at a delivery event in Toulouse.

The aircraft is the first of 37 A350-1000s ordered by QR and is the first ever Airbus fitted with its new Business class Qsuite seats.

Qatar Airways chief exec Akbar Al Baker said the aircraft would allow the airline to keep ahead of the curve.

QR's A350-1000 is configured for 327 passengers - 46 in Business & 281 in Economy class.

Qatar Airways will debut the aircraft on the Doha-London Heathrow route from 24 Feb on the afternoon QR15/16 service.

Pictured is Qatar Airways' first Airbus A350-1000 during a night-time lighting show held in Toulouse, France.

HK Disney record

HONG Kong Disneyland Resort announced the park welcomed 6.2 million guests over the course of 2017, up 3% from 2016.

The figure includes an increase in international attendance of 5% to reach a record high of approximately 1.6 million international guests.

More than 70 million guests have now visited the park since it first opened in 2005.

Top international markets included Japan, South Korea, Indonesia and the Philippines.

In fiscal year 2017, locals made up 41% of total attendance while Mainland China and international guests accounted for 34% and 25%, respectively.

The park expects double-digit growth in the first quarter of 2018.



NSW/ACT BUSINESS DEVELOPMENT MANAGER

MW Tours are expanding our Sales Team which means we are on the hunt for an experienced BDM for NSW/ACT

- Home Office - based
- energetic sales person who works autonomously
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Click here for a more detailed description & how to apply....



Accommodation Updates

WELCOME to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.



Bandara Resort & Spa Samui in Thailand has unveiled new family rooms as it looks to make the property a perfect place for a Samui holiday with the kids. In total there are 38 family rooms which include a playing area and bunk bed with a queen-size bed below and a single at the top accessed by a small staircase.



Formerly known as Novotel Rockford Darling Harbour, the **Novotel Sydney Darling Square** has debuted its new look, following an extensive renovation to its 236 guestrooms. The rooms feature colours inspired by the neighbouring Chinese gardens, while a new lobby bar and restaurant have been added.



Northern Ireland's **La Mon Hotel** in Belfast has completed a million-dollar renovation of the property's guestrooms. Rooms feature a new paint scheme, bedding and furniture. The next renovation project is to upgrade the hotel's lobby, restaurants, conference and meeting facilities as part of a \$7 million project.

Tonga travel advice

DFAT is urging Australians to reconsider their need to travel to Tonga following the severe damage caused by Cyclone Gita.

The Government goes on to say that there is also a current dengue outbreak in Tonga along with a state of emergency and curfew in Nuku'alofa.

Wyndham offloads

AMID plans to separate its hotel and rental business units, Wyndham Worldwide has sold its European vacation rental business for US\$1.3 billion.

The deal will see the division acquired by global private equity firm Platinum Equity.

Platinum Equity will continue to use the Wyndham Vacation Rentals brand after the sale.

Cebu Air to Basco

CEBU Pacific has announced it will operate daily flights from Manila to Basco in the Philippines from 25 Mar until 27 Oct.

The route launch follows a social media survey for passengers to decide its next destination.



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EXCELLENCE IN TRAVEL

Wed 21st February, 2018

EXCITE Holidays, in conjunction with Travel Nevada, recently held an exclusive agent dinner event in Melbourne's CBD to celebrate its latest campaign, Nevada: A State of Mind.

Victoria's top-selling agents were invited to embark on a culinary adventure at Trunk Diner, an authentic diner-style restaurant serving American cuisine, which had been transformed into a Nevada-themed wonderland, complete with casino chips, chocolate coins and playing card coasters.

On arrival, guests were greeted with a Nevada-themed cocktail, which consisted of light rum, sparkling grapefruit juice, bitters, lime juice and superfine sugar; and they dined on a selection of popular American dishes. Excite Holidays' head of marketing Vanessa Richards was on hand

Melb agents excited about Nevada!



JOSIE Di Mauro, Helloworld Greensborough; **Maria** Vasili, Bay Travel & Cruise and **Vanessa** Richards, Excite Holidays.

to chat about the curated destination guide and helped to reignite the agents' passion for the Silver State. Corey Marshall, the AU/NZ representative for Travel Nevada, was also in attendance to take agents through the highlights of what awaits their clients beyond the bright lights of the Las Vegas Strip. Excite Holidays thanks Travel Nevada and all the agents who made the night a success!



COREY Marshall, AU & NZ rep for Travel Nevada educating agents on what awaits beyond the Las Vegas Strip.



JEAN-PIERRE Boutefeu, TravelManagers.



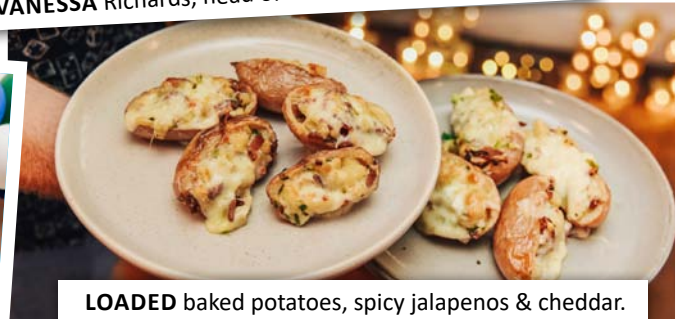
VANESSA Richards, head of marketing at Excite Holidays.

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A STATE APART.

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HOLIDAYS



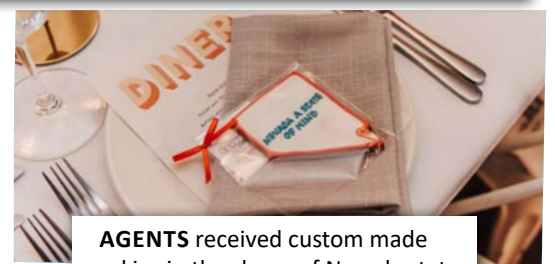
TRUNK Diner styled in the theme of Nevada.



LOADED baked potatoes, spicy jalapenos & cheddar.



EXCITE Holidays - Travel Nevada Event.



AGENTS received custom made cookies in the shape of Nevada state.

APM plans for LAX

LOS ANGELES World Airport (LAWA) has given the green light to developer LAX Integrated Express Solutions (LINXS) to design, build, finance, operate and maintain an Automated People Mover (APM) at LAX.

When completed, trains will arrive every two minutes and have wide doors for easy access with luggage.

Slated to be operational by 2023, LAWA believes the APM will offer a maximum capacity of 10,000 passengers per hour and up to 87.7 million passengers every year.

"The People Mover will make arriving and departing from LAX faster and smoother than ever before," said Joe Buscaino, chairman of the Trade, Travel and Tourism Committee.

2,500-room Nha Trang Travelodge

TRAVELODGE has announced plans to construct the first Skye by Travelodge in Vietnam.

The Skye by Travelodge Arena Nha Trang will open in 2020 and will have 2,497 rooms with an all-day dining restaurant.

The property will be Travelodge's largest hotel in its management portfolio.

AS slices 4 routes

ALASKA Airlines is slashing four routes mid year, GDS show.

The services affected include its Los Angeles to Orlando (ending 05 Jul), San Diego to Mexico City (ending 19 May), San Francisco to Fort Lauderdale (ending 17 Jun) and San Francisco-Minneapolis/St. Paul (ending 19 May).

Join the team at Business Publishing Group

We are looking for a talented go getter to join our team of writers on a part-time basis to produce content for our portfolio of publications – *Travel Daily*, *Pharmacy Daily*, *travelBulletin*, *Cruise Weekly* and *Business Events News*.

You will be required to prepare, write and edit copy for the daily publications ensuring deadlines and quality standards are achieved. Your role will also involve conducting interviews and providing coverage of industry events for the generation of content.

We are looking for someone with a minimum of three years experience in journalism, PR or communications, a sound knowledge of Adobe InDesign and social media. Experience within the travel industry would be an advantage. This is a part-time role with a minimum of 20 hours per week, based at our Macquarie Park office, offering a competitive salary and flexible working hours.

A full job description is available on request. To apply email your confidential CV with cover letter to jobs@traveldaily.com.au before 21/02/2018.



Centara Grand Beach Resort Hua Hin

This month *Travel Daily* and Centara Hotels & Resorts are teaming up to give readers a chance to win an escape to Thailand.

The prize

Return flights to Bangkok and seven nights accommodation at Centara Grand in Bangkok and Krabi for two.

How to win

1 Head to centarahotelsresorts.com/b2b to check out all the key selling points and amazing destinations that Centara has to offer your clients.

2 Send us your 3 favourite Centara selling points along with a picture or meme of you enjoying your ultimate Centara moment. The most imaginative entry will win. Send your entries to centara@traveldaily.com.au



Tauk bonus offer

TAUCK Australia is offering \$500 per person in air credit as well as a bonus hotel night stay on bookings for its 15-day Amsterdam to Budapest by Riverboat northbound and southbound cruises.

The cruise are priced from \$8,590 per person twin share and the deal is valid for bookings made before 30 Mar.

Further enquiries [CLICK HERE](#).

EK lifts Lisbon

EMIRATES will recommence a second daily return service to Lisbon, Portugal, effective 01 Jun.

The new non-stop flights, EK193 from Dubai (and EK194 ex LIS), will be operated using 777-300ERs.

NSW event funding

APPLICATIONS are now open for organisers of new and second-year events held between Jul and Dec 2018 to apply for grant money from the NSW Government's 2018 Incubator Event Fund.

The government grant offers a one-off payment capped at \$20,000 to help out with event planning activities such as marketing, public relations, venue hire and attendee research.

"I am determined to ensure that we continue to empower and support event proponents, tour operators, hoteliers and visitor attractions," said NSW Minister for Tourism and Major Events Adam Marshall.

Funding apps open until 18 Mar.

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Luxury Travel Consultant | Virtuoso

North Shore, Salary to \$55k + Super + Comms, Ref: 3256PE3

My client a well-known Sydney bespoke travel company is looking for a superstar retail consultant that excels in customer service & knows luxury travel and how to sell it to elite clientele. You will be rewarded with excellent remuneration & uncapped commission along with other fantastic in-house bonuses. Once you join Virtuoso you never go back, add this role to your resume & you will never want for work again. Make the big \$\$ from the huge commissions achievable in this fantastic travel role.

For more information please call Paul on (02) 9119 8744 or click [APPLY](#) now.

Tailor Made Wholesale Consultant

Melbourne, \$Competitive, Ref: 2858HC1

Are you a proactive Travel Consultant looking for a new & challenging role within the travel industry? Are you wanting to develop your skills and knowledge to the next level as a Tailor Made Travel Consultant? Join this luxury wholesale company! An excellent opportunity has arisen with this successful & established luxury company for a motivated, positive & experienced consultant to join their team. Specialise in off the beaten track itineraries and utilise your retail and wholesale skills.

For more information please call Hannah on (03) 9988 0616 or click [APPLY](#) now.

Senior Travel Consultant – Escape to the Country!

Melbourne, up to \$70k + Super, Ref: 3158MC1

My client is seeking a Senior Travel Consultant to join their team in regional Victoria. Specialising in holiday packages & cruises, this highly respected agency is looking for a senior consultant to join their team. Successful candidates will have minimum six years retail travel consulting experience. Proficiency in Sabre preferred but cross training will be available. Previous Management experience will be highly regarded. If you are ready for a sea change, this is the role for you!

For more information please call Meg on (03) 9988 0616 or click [APPLY](#) now.

Wholesale Consultant

Brisbane, Competitive Salary & Uncapped Commission, Ref: 2020AW2

Join one of the largest wholesale brands in travel you will have access to educational trips, a competitive salary package and uncapped commission! Do you have a passion for travel? If you are an experienced travel consultant but prefer to work behind the scenes - then this wholesale role is for you! Dedicated to providing outstanding service and the best deals available, you will be working as part of the largest wholesale brand in travel. Step up to the challenge! Apply now!

For more information please call Amanda on (07) 3123 6107 or click [APPLY](#) now.

Travel Consultant, Part-Time

NW Sydney, Great Work-Life Balance + Base + Commission, Ref: 2010AJ1

A rare opportunity has just opened up in the North Western suburbs for an experienced consultant to join a great team that specialise in looking after their team members. A healthy Work-Life balance is paramount and you can therefore look forward to enjoying 3 days off a week in addition to a friendly work environment. The store is in an ideal location with plenty of foot traffic leading to the potential to exceed targets and reap the associated benefits of doing so. Get in quick!

For more information please call Antony on (02) 9119 8744 or click [APPLY](#) now.

Product Manager

Melbourne, \$60-70k + Super, Ref: 1241CGA2

A rare travel industry Product Manager position has opened in Melbourne. My client is seeking an exceptionally driven and motivated Product Manager to be part of this fast pace & growing business. You will be the core part of the business where you will take charge in making profitable revenue by developing & maintaining marketing and sales products. Strong India and Sri Lanka experience, along with personal travel to India is a must. Great salary & amazing incentives are perks of the role.

For more information please call Courtney on (03) 9988 0616 or click [APPLY](#) now.

Sales & Travel Consultant

Gold Coast, 1st year \$50k-\$76k pkg, Ref: 3215SZ1

Working in a non-face to face sales focused environment where you will have a consistency of warm enquiries being provided. The conversion rate from quote to bookings are quite high with a min of 1 in 3 quotes converted to bookings. You will also be paid full commission on DEPOSIT on a weekly basis. Never be in the office for more than 7.5 hours per day. Full 4 weeks training on systems & procedures will be provided. Apply if you have more than 6 months experience as a consultant

For more information please call Serena on (07) 3123 6107 or click [APPLY](#) now.

Assistant Manager | Leisure Travel

Perth, Competitive, Ref: 3250SJ3

A fantastic opportunity to work within a leading travel company as their Assistant Manager. This team of experienced consultants are looking for a motivated & proactive leader. You will ideally have excellent experience in people and sales management as well as a passion for travel & cruise. This is a varied role involving strategy and change management. It is a great chance to focus purely on management in the travel industry. A great salary, plus bonuses, modern offices & a central location.

For more information please call Sarah on (08) 6365 4313 or click [APPLY](#) now.



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